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MUSSER FORESTS, Inc.

Indiana, Pennsylvania

Thoroughbred Northern Grown Evergreen Nursery Stock

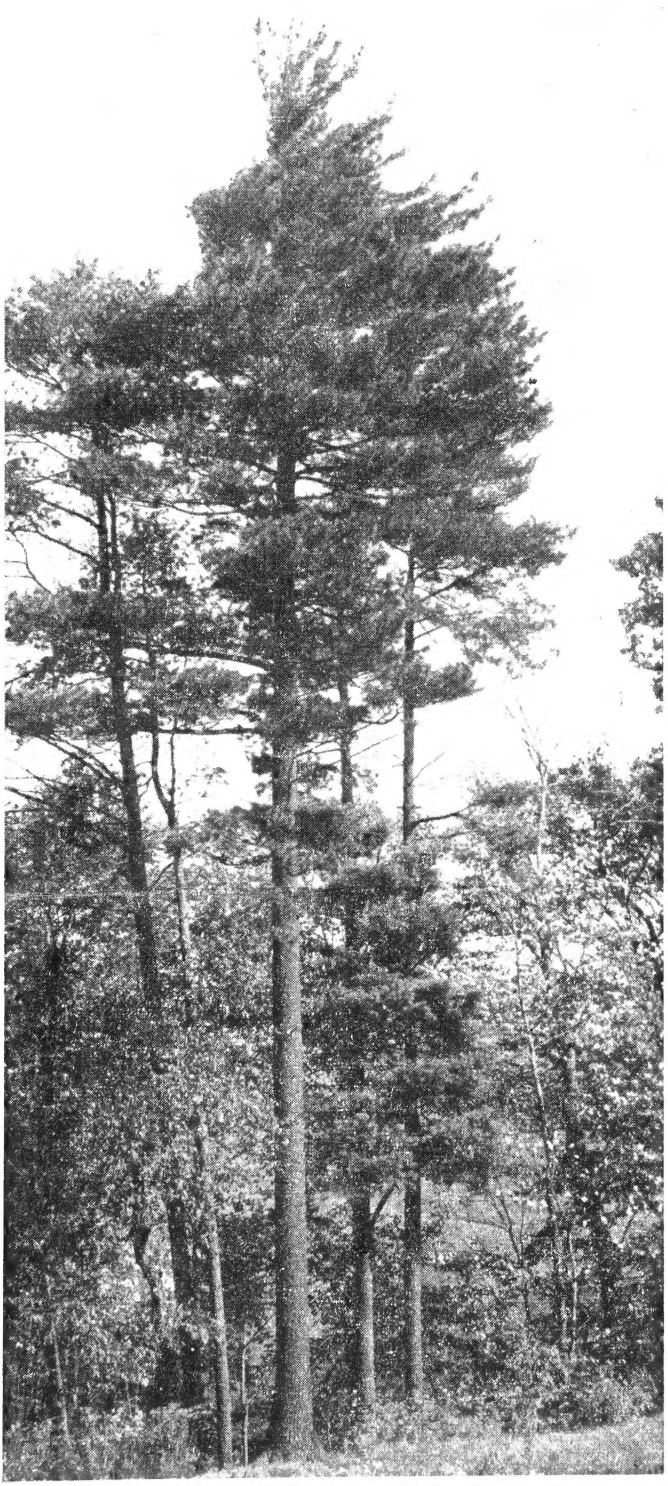
Planting Stock

Varieties, Prices — Center Pages

1947

Christmas Trees

Growers Guide — Page 9



Now

more than ever before . . .

Plant Trees

for a

Sound Future

Idle land is wasted opportunity. Thousands of acres of unused land in the United States can be put to work earning money for you. Plant healthy, selected Musser Tree Stock.

A tree plantation is an investment for the future. Proper planning will bring a return of the investment within six to eight years, while the greater part of the planting will continue to increase in value as much-needed timber. Development of forests will inevitably become an agricultural pursuit next in importance to the production of food.

Plant Today---for Tomorrow

9 Points for the Land Owner

- 1 — Idle land is wasted opportunity. Thousands of acres of land in the United States are lying idle, which could be put to work earning money for you by planting them with healthy, selected Musser Tree Stock.
- 2 — After planting, seedling trees require no cultivation or care. 85% to 95% of planted trees grow to maturity.
- 3 — Reforested land increases in value at the rate of at least \$10 per acre per year. 30-year-old pine timber is worth at least \$300 per acre (estimating only 300 trees per acre at \$1 each).
- 4 — Trees can be insured against fire at a nominal rate.
- 5 — Christmas Trees are a profitable by-product of a forest plantation; they are produced by the necessary thinning of the planting. There is an exceedingly rich market for Christmas Trees.
- 6 — \$1000 invested to plant a 50-acre tract will be worth at least \$15,000 for timber in 25 to 30 years, not considering Christmas Tree profits reaped in the meantime.
- 7 — There are no restrictions on the sale of trees or timber grown from Musser Stock.
- 8 — Reforested land is practically tax-free in many states.
- 9 — Land planted with trees and insured against fire is the finest insurance policy for your estate.

Tree Seedlings and Transplants

Musser Forest Trees--that Grow

Scientifically Produced Under Controlled Conditions

For a number of years our specialists have worked on the development of a more perfectly balanced seedling tree—that is, a tree with healthier leaves, stronger stems, and, above all, a **LARGER and STURDIER ROOT SYSTEM.**



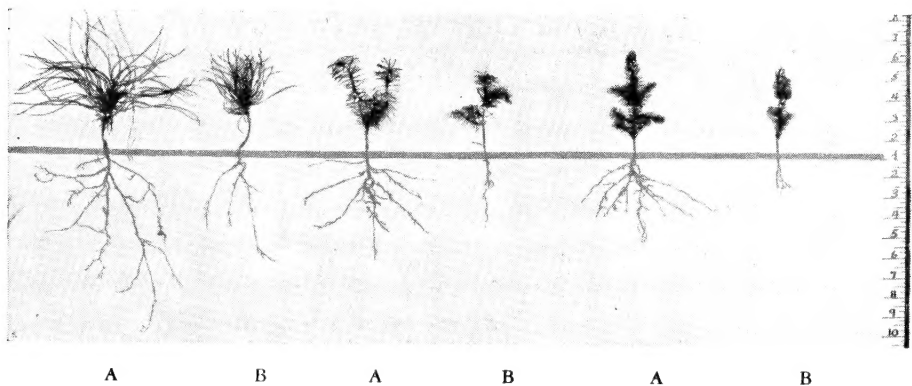
An Endless Task — Weeding Tree Seedlings



Seed Bed Preparation
Finest equipment used to properly prepare nursery soil.

- 1—By the selection of the finest seed obtainable.
- 2—By the application of scientific methods of seed bed preparation —constant testing of soils, making use of all available knowledge in regard to soil texture and chemical composition.
- 3—Constant inspection of all seedlings, studying the root development, color height and growth. Every factor in the life of the tree is considered.

RESULTS—We can proudly offer to our customers a stronger, healthier tree with a root system that permits trees to be transplanted with a smaller percentage of loss.



Two Year Seedlings above show the startling results of Scientific Culture. Trees marked A were given full benefit of proper growing conditions. Trees marked B were raised in beds which did not receive proper care. Note sturdy root structure of "A" trees.

The Strongest Root System

will produce the Strongest, Sturdiest, and Fastest Developing adult tree — and will bring profit quicker.



NOTE

During the war years some varieties of seed were unobtainable. However, starting in the Fall of 1947, we will have a good supply of 2-year Scotch pine seedlings. Also Mugho and Austrian pine seedlings.

Musser Forests, Indiana, Pa.



Ponderosa Pine

One of the western pines, Ponderosa is a very good species for timber plantations. Possesses long green needles. It will grow well in any soil. Noted for its fast growth. Suitable for windbreaks, etc.



Austrian Pine

Stands out on account of its heavy, bushy form. An excellent tree for windbreaks, screens, and for single specimens. It is a rapid growing species, but prefers good soil. One of the most beautiful Christmas trees.



Douglas Fir

A fairly long needle fir, grayish-green in color. Highly ornamental. A good soil is desirable, but is not required, for this species. It will do well in open sunlight or partial shade. A popular Christmas tree.

Seed Is Scarce!

Dear Customer:

The best Forest Tree seed has been imported from the ancient and carefully tended forests of Europe. For it is an accepted fact that old, well developed PARENT trees produce the finest seed. Destruction of these priceless trees, as well as disrupted business and transportation facilities abroad, have made it difficult for us to secure good seed for several years. Therefore, since we are determined to maintain the Musser Standard of Quality, we regret that we can furnish only limited quantities of some items on our stock list.

With improved conditions here and abroad, we trust that we may soon be able to offer you our complete line of stock at moderate prices.

MUSSER FORESTS, INC.

Plant Trees to Insure the Future

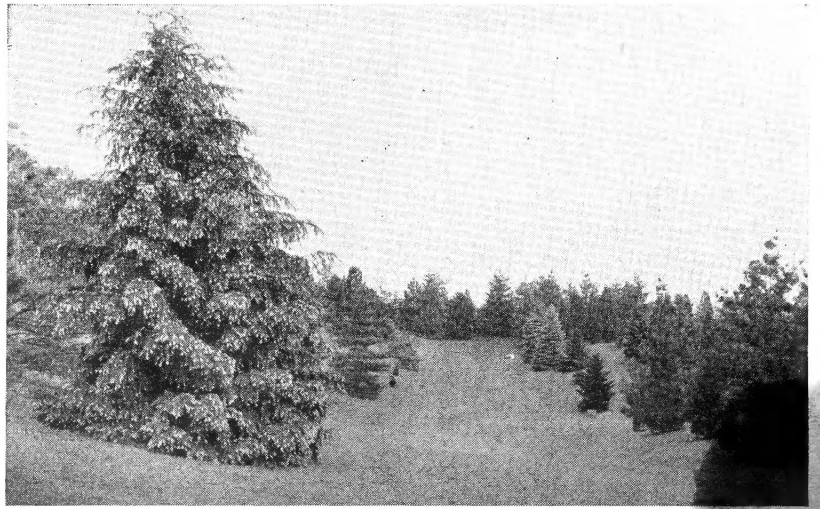
Memorial Forests

Communities which are planning permanent memorials to those who made the supreme sacrifice in the war can well consider memorial forests as a fitting tribute.

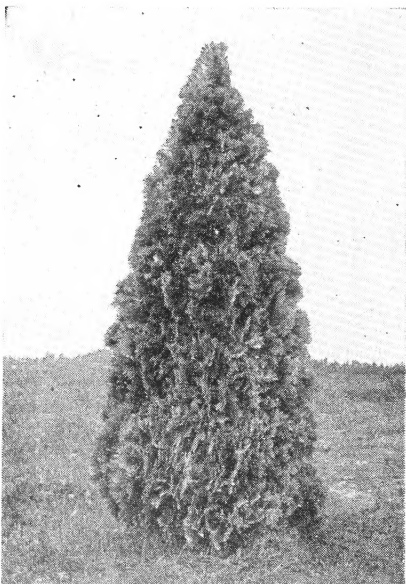
Most frequently memorials have been statues or monumental edifices made from stone or metal. Now the American Commission for Living War Memorials is vigorously publicizing plans for memorial forests. As a nation we have barely made a start in establishing community forests. In addition to their economic value they serve as public recreation centers, watershed protectors and sanctuaries for wildlife. A town forest administered by devoted, civic-minded citizens can be an inspirational living memorial.

Community Forests

In New England, and increasingly in other parts of the United States, towns and counties are investing in forest plantations as a permanent and guaranteed source of income. Some communities have entirely eliminated local taxes, profits from forest products paying all expenses. Scientific culture insures continuous value of the forest.



Informal arrangement of Planted Evergreens. Handsome Douglass Fir in foreground.

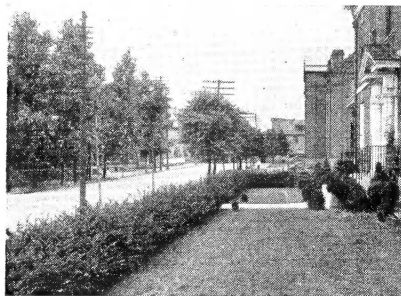


Pyramidal Arborvitae

Columnar shaped tree, which has always proven very popular for all types of formal planting. Grows from 15 to 20 feet. This tree requires rich, moist soil. Foliage is of rich, green color.

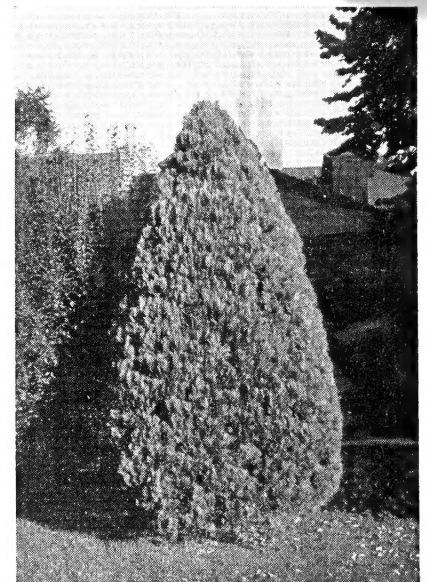
PLANTING COST on inferior stock is as high as for High Grade Musser Stock.

Plant the Best!



Barberry

A sturdy thorned shrub, well known, and widely used for hedges. Bears bright red berries in fall, which cling on through the winter, adding beauty to utility. Barberry is very hardy.



Oriental Arborvitae

This tree is a very popular choice for formal plantings. It is often used as an accent for points of interest in all types of ornamental planting. The culture is similar to that of other types of Arborvitae.



This fine Scotch Pine Windbreak could have been developed from any of our Pines.

Windbreaks

As well as making a very beautiful addition to any farm or country home, a Windbreak serves the very practical purpose of protecting against damage and loss to property by the elements. Any species of Pine is especially suitable for development of a Windbreak, due to its rapid growth.



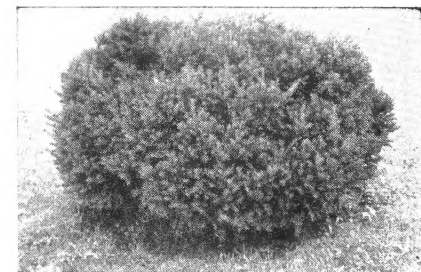
Upright Yew

Unexcelled ornamental—deep rich green color. Grows in sun or shade. Used successfully for shaded lawns where many ornamentals will not grow. Has a naturally beautiful cone shape.



American Arborvitae

American Arborvitae, sometimes known as White Cedar, is one of the most popular choices for home planting. Foliage is dark green. Since trees may be pruned back to any height, this plant is adaptable to many uses. Excellent for hedges, windbreaks, mixed plantings, specimens. Prefers moist soil.



Spreading Yew

The characteristic spreading growth of this well known ornamental lends itself superbly to development of masses of velvety dark green foliage. Beautiful as individual specimens. Grows in sun or shade.

Farm Woodlots

Untillable land can be devoted to a woodlot furnishing a perpetual supply of firewood and utility lumber. The trees will also serve as a protection for livestock.

Parks and Playgrounds

Far-seeing community leaders plan for shaded playgrounds and beautiful, cool parks for summer enjoyment. An abundance of trees will make a desirable residential district, and will help to maintain real estate values. Invariably the presence of trees on a lot or on a street increases the land's desirability and thus, its cash value.

RE-FOREST *with* MUSSEY TREES

If ALL of your order is purchased and paid for IN FULL prior to shipment, at the 100 RATE, it will be shipped PREPAID anywhere in the United States. Our liability ceases when trees are delivered to carrier.

Musser Forests, Inc. Spring, Indiana, Pennsylvania

NOTE that certain species are offered in 100

SCOTCH PINE Per 100 Per 1000

4 yr. Transplants	(2-2)	6-12 in.	20.00	
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PONDEROSA PINE

HARDY, FAST GROWING WESTERN YELLOW PINE FOR TIMBER

2 yr. Seedlings	(2-0)	2-4 in.	4.00	20.00
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WHITE PINE

2 yr. Seedlings	(2-0)	2-3 in.	5.00	25.00
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3 yr. Seedlings	(3-0)	3-6 in.	8.00	40.00
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BANKS PINE

2 yr. Seedlings	(2-0)	3-6 in.	3.60	18.00
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SPECIAL AMERICAN RED PINE

SEED OBTAINED FROM FINEST AMERICAN VIRGIN FORESTS

3 yr. Transplants	(2-1)	3-6 in.	12.00	60.00
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4 yr. Transplants	(2-2)	6-10 in.	18.00	90.00
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5 yr. Transplants	(2-3)	10-18 in.	20.00	
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PITCH PINE

VERY HARDY FAST GROWING HARD PINE FOR TIMBER

2 yr. Seedlings	(2-0)	3-6 in.	3.00	15.00
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DOUGLAS FIR

ROCKY MOUNTAIN TYPE — SUPERIOR ORNAMENTAL

2 yr. Seedlings	(2-0)	2-4 in.	4.00	20.00
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BALSAM FIR

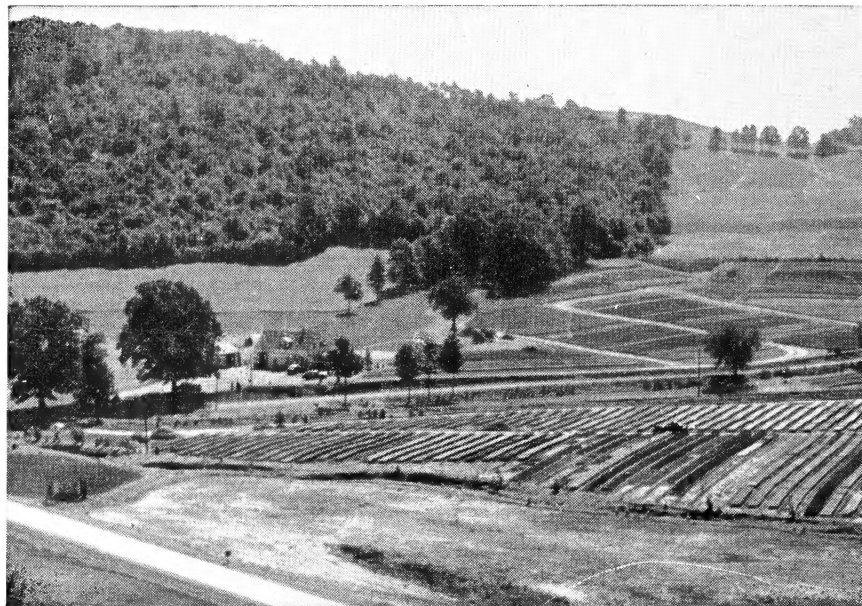
2 yr. Seedlings	(2-0)	2-3 in.	5.00	25.00
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BLACK HILLS SPRUCE

2 yr. Seedlings	(2-0)	1-2 in.	3.00	15.00
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3 yr. Seedlings	(3-0)	2-5 in.	4.00	20.00
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4 yr. Seedlings	(4-0)	3-6 in.	6.00	
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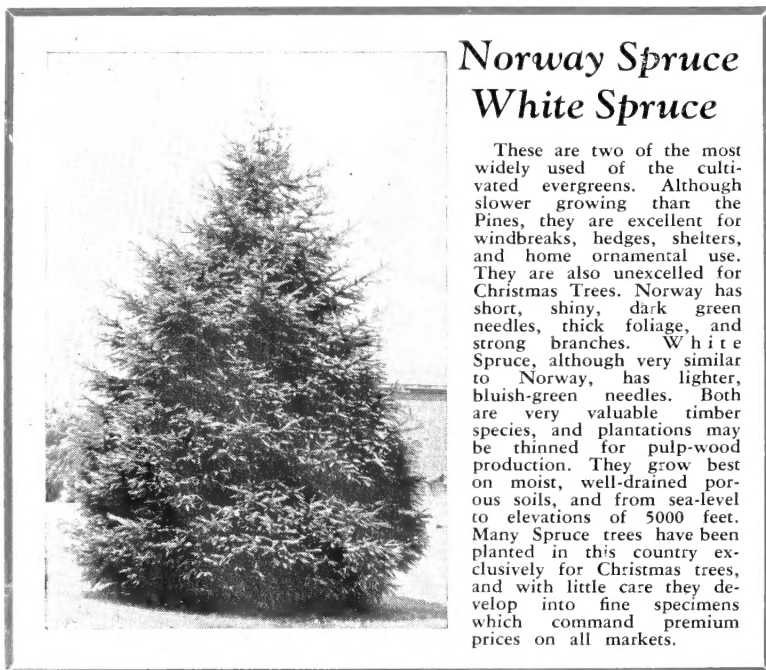
Aerial view of section of our nursery producing 14,000,000 Forest, Xmas T

Terms

NO ORDER CAN BE ACCEPTED FOR LESS THAN UNITS OF 50 OF ONE VARIETY AND SIZE: Orders may be booked with one-half cash with order, balance C. O. D. Fifty of one kind and size at the 100 rate; 500 of one kind and size at the 1000 rate. *Prices subject to change without notice.*

Shipping

All prices are NET, no discounts for cash or quantity. Include 50c for PACKING CHARGES on orders of less than 1000. Orders purchased at the 100 RATE, and PAID IN FULL will be shipped PREPAID. Orders containing items at the 1000 RATE, or on which there is an unpaid balance, will be shipped COLLECT. *No C. O. D. shipment will be prepaid, amount to be collected will include the shipping charges.* We will do our best to ship stock to arrive at destination on a specified date. However, due to varied weather conditions during our shipping season, WE CANNOT GUARANTEE ALWAYS TO HAVE TREES AT DESTINATION ON A DEFINITE DATE. All stock that we ship is of the highest quality and is carefully packed by experienced men; it should arrive in good condition. If planting instructions are carefully followed, good results can be expected. However, we cannot be responsible for unfavorable weather conditions or improper planting and therefore give no guarantee either expressed or implied. Trees are shipped in dormant condition and may be planted safely in any part of the country. If properly heeled in they may be kept several weeks.



Norway Spruce White Spruce

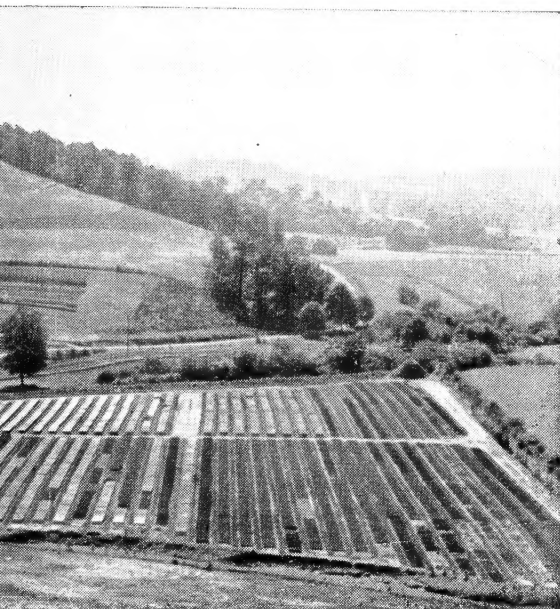
These are two of the most widely used of the cultivated evergreens. Although slower growing than the Pines, they are excellent for windbreaks, hedges, shelters, and home ornamental use. They are also unexcelled for Christmas Trees. Norway has short, shiny, dark green needles, thick foliage, and strong branches. White Spruce, although very similar to Norway, has lighter, bluish-green needles. Both are very valuable timber species, and plantations may be thinned for pulp-wood production. They grow best on moist, well-drained porous soils, and from sea-level to elevations of 5000 feet. Many Spruce trees have been planted in this country exclusively for Christmas trees, and with little care they develop into fine specimens which command premium prices on all markets.

Special Offer 20 - American Arborvitae - \$3

FOR HEDGE WORK OR SPECIMEN INDIVIDUAL TREES
5-Year-Old Transplants; Healthy Trees, 6 to 10 inches high. Sent post paid at proper planting time. No C. O. D.'s on this Special Offer

1947 Planting List

s only. Wartime conditions caused shortages.



and Ornamental seedlings and transplants yearly.

OFFICE:

515 Philadelphia
Street
Indiana, Pa.

Phone:

4 2 2

NURSERY:

On Clymer Road,
Route 80
7 miles north of
Indiana, Pa.

Phone:

4 1 2 2 - 1 4

Explanation of List

The figures 2-0, 2-1, 2-2-1 indicate the number of years the trees have been in the seedbeds and the transplant beds. The first figure indicates the number of years in the seedbed. A dash followed by a figure indicates a transplanting. The second figure is the number of years in the first transplant bed, the third figure the number of years in the second transplant bed. Thus the sum of all figures is the total age of the tree. For instance, (2-2) indicates a tree that was transplanted when it was a seedling, and has grown two years in a transplant bed.

NORWAY SPRUCE

Per 100 Per 1000

2 yr. Seedlings	(2-0)	2-5 in.	6.00	30.00
3 yr. Transplants	(2-1)	3-6 in.	9.00	45.00
4 yr. Transplants	(2-2)	4-8 in.	10.00	
6 yr. Transplants	(3-3)	8-12 in.	15.00	

WHITE SPRUCE

2 yr. Seedlings	(2-0)	1-2 in.	3.00	15.00
3 yr. Seedlings	(3-0)	2-5 in.	5.00	25.00
4 yr. Seedlings	(4-0)	3-6 in.	5.00	
5 yr. Seedlings	(5-0)	5-10 in.	10.00	

COLORADO BLUE SPRUCE

EXCELLENT STOCK — FINEST IN THE COUNTRY

2 yr. Seedlings	(2-0)	2-3 in.	3.00	15.00
3 yr. Seedlings	(3-0)	3-6 in.	5.00	25.00
4 yr. Transplants	(3-1)	3-5 in.	10.00	50.00
4 yr. Transplants	(2-2)	4-6 in.	12.00	

ENGELMAN BLUE SPRUCE

EXCELLENT STOCK — PRACTICALLY SAME AS COLORADO BLUE

2 yr. Seedlings	(2-0)	1-2 in.	2.40	12.00
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CANADIAN HEMLOCK

3 yr. Seedlings	(3-0)	3-6 in.	15.00	75.00
6 yr. Transplants	(4-2)	6-12 in.	35.00	

CAROLINA HEMLOCK

3 yr. Seedlings	(3-0)	3-6 in.	15.00	
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AMERICAN ARBORVITAE

3 yr. Seedlings	(3-0)	3-6 in.	10.00	50.00
4 yr. Transplants	(3-1)	4-6 in.	15.00	
5 yr. Transplants	(4-1)	6-10 in.	20.00	

BARBERRY

3 yr. Seedlings	(3-0)	6-10 in.	8.00	
4 yr. Seedlings	(4-0)	10-18 in.	10.00	

White Pine



Long known as monarch of the eastern forests. Occasionally reaches sizes of six feet trunk diameter, and 250 feet in height. It is of high ornamental value, having soft light green to bluish-green foliage typified by distinct whorls of branches marking each year's growth. Thrives best on deep, sandy loams, but will grow under a variety of soil conditions where adequate moisture is available. One of the most popular Christmas trees, having all the fine characteristics for this use. Plantations of White Pine provide all of the desirable features of tree planting, and can be most economically developed into Christmas trees, cord-wood, and finally saw-timber.

Colorado Blue Spruce

The King of Ornamentals

Colorado Blue Spruce has long been regarded as one of the finest of ornamental trees. It is sturdy, symmetrical and compact in form, ranging in color from slightly blue-green to marvelous blue. It thrives in moist rich soil and prefers sunlight. Growth is slow. The blueness of these trees may be intensified by carefully working a thin layer of well rotted cow manure into the surface of the soil around the tree, and watering frequently. Care should be exercised in the use of this fertilizer; burning may result from over-feeding.

While this species is primarily used in ornamental plantings, it offers the highest quality in a Christmas tree. Thus it is often advisable to include a quantity of Blue Spruce in a plantation for special premium trees. Shearing is recommended, following a season of unusually rapid growth.



PLANTING INSTRUCTIONS

When to Plant

Spring planting season is from March 15 to June 1. Fall planting is quite satisfactory when larger transplant stock is used, and when the site is fairly dry. Never attempt to plant in the fall on moist sites as the trees will be heaved out of the ground by the action of the frost on the soil. Fall planting season is September 1 to Nov. 1, or before the ground freezes.

Preparations for Planting

It is not necessary to prepare the soil in any way before planting. Plowing before planting often allows too much settling after planting, leaving the trees lying upon the surface. Sod and weeds in the planting site conserve moisture, and shade the young trees during the hot months of the first few seasons after planting. Do not fertilize before, during or immediately after planting as the fresh fertilizer invariably burns the tender roots. Fertilizer as a top dressing around the trees may be added several years after planting if desired.

When your trees arrive **UNPACK AT ONCE**. This is very important. While trees are out of the ground they must be handled very carefully. Do not expose the roots to sunlight or drying winds, or the trees will be seriously injured or killed. Dig a trench deep enough to accommodate the roots and long enough to hold the trees. This trench should be near the planting site in a shaded location such as the north side of a building or woods, and accessible to water if possible. Your trees will come packed in crates or cartons with the roots wrapped in moist moss and the tops dry. Remove all of this packing material and place the bundles of trees in the trench, packing **LOOSE** soil tightly around the roots so that air is excluded. If the soil is dry, water them after "HEELING-IN." When planting carry a few bundles of trees in an ordinary water bucket with the roots immersed in thick, soupy mud. This mud mixture will adhere to the roots, and while planting will dry slightly on the surface conserving the necessary moisture in contact with the root itself.

How to Plant

A mattock is the best tool for tree planting. Dig a hole deep enough to accommodate the roots, and large enough to allow for spreading out the roots. See Figure A. Next take a tree from the bucket and place it in the hole so that when the hole is filled the tree will stand as deep or preferably $\frac{1}{2}$ to $\frac{3}{4}$ inches deeper than it was in the nursery. Spread out the roots as much as possible, never curl them up in a ball. Then fill the hole partially and pack soil firmly about the roots with hand or mallet. Then fill the hole completely, leaving a slight depression to catch rain water. Avoid using stones and pieces of sod in filling the hole as these make air pockets that are detrimental to the successful establishment of the seedling. Careful spreading of roots, and tight packing of good soil around the roots will insure success with planting.

Crew Organization

Planting small tracts three men work together. One man goes ahead and digs the holes, the other two follow with buckets of trees and plant them in the holes. In planting more extensive tracts ten men will work to the best advantage. Three men go ahead in a parallel line digging the holes. Two planters follow each digger setting the trees. The tenth man follows the crew with two buckets of trees and replenishes the planters' buckets as necessary; also to observe that no more than one tree is planted in each hole, to watch spacing, to see that trees are planted properly, and to keep the crew going as rapidly as possible.

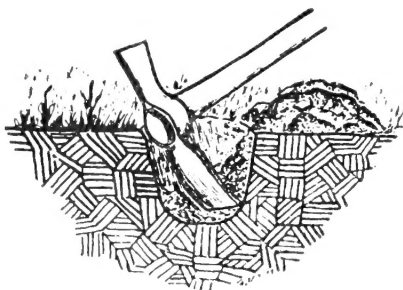
Spacing

Where thinning is to be done at a comparatively young age (4 to 5 years) as with a Christmas Tree plantation, spacing is 3' by 3' for Spruce or 5' by 5' for Pines. With a forest plantation when no thinning is intended for 20 to 25 years, 6' by 6' or 8' by 8' is recommended.

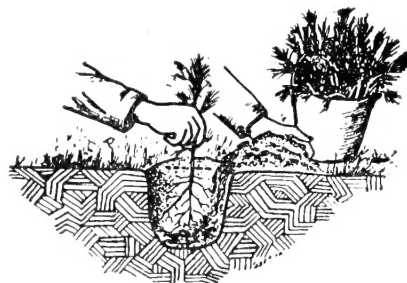
Number of trees required per acre for different spacings:

3 x 3 — 4,840	5 x 5 — 1,742
4 x 4 — 2,722	6 x 6 — 1,210

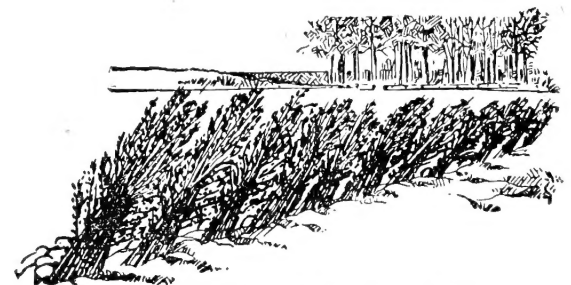
Experienced Crews can plant an average of 1000 trees per man per day



(A) Dig large holes.



(B) With tree in place partly fill the hole, then pack before final filling.



Showing Method of Heeling-in Stock



Black Hills Spruce

Highly ornamental Spruce, with rich, dark green foliage. Grows with a dense, even, pyramidal form, with gracefully dipping branches. Requires good rich soil for proper development.



Banks Pine

This tree thrives in all climates and all types of soil—rich or poor. It is valuable for small timber products. Since it is the most rapid growing of all the pines, it must be sheared to produce a fine compact tree.

This tree is light green in color, and grows straight and tall with a narrow spread of branches,



CANADIAN & CAROLINA Hemlock

Lacy, graceful foliage. Prefers shade, but will live in full sunlight. Desires moist soil. Excellent ornamental, since it may be pruned to any shape and kept at small size. Unsurpassed for hedges, mixed plantings, or specimens. Thrives in shade where other ornamentals will not grow. Canadian Hemlock has shorter, darker needles.

Christmas Tree Growers' Guide



Christmas Trees as a Cash Crop

Over 40,000,000 Christmas Trees used in the U. S. each year.

Original sources rapidly decreasing, with quality more inferior.

Average wholesale price for years, 50c per tree, in recent years, \$1.00 per tree.

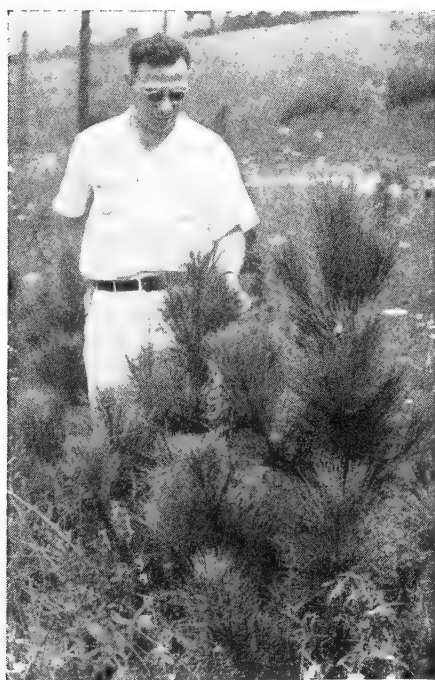
General Considerations

For the past 20 years we have been growing and shipping Christmas Trees. We have shipped large quantities to most of the important markets in eastern United States. The business of growing Christmas Trees is in its infancy.

Some people have the mistaken idea that there will soon be an over-production of Christmas Trees. During the past number of years, we have inspected practically every source of supply of Christmas Trees in the United States and Canada. We have made a thorough study of the markets and the demand for *quality* trees. From our experience, we are convinced that there will be a very good market for high grade Christmas Trees for a great many years to come. The market for select, *planted Pine* trees is practically unlimited. Although in the past, Spruce and

Fir trees have been generally used for Christmas Trees, *planted Pines* are rapidly replacing them. *All Pines* are much faster growing than Spruce. *All Pines* retain their long needles and fresh appearance for months after being cut, whereas the short needled trees which are commonly shipped in, begin to shed within a day or two after being decorated.

We offer in these pages some of the information we have gathered from our own experience. Although we have a large acreage growing Christmas Trees, we know that *all* we can possibly produce will not fill even a small part of the demand for quality trees. For this reason, we do not hesitate to furnish to anyone any information that we have gathered over a long period of years. The custom of using Christmas Trees started a great many years ago and will undoubtedly continue in both good and bad times.



Fred Musser, developer of the proven Musser Culture for Tree Seedlings, examines a fine 4-year-old specimen of American Red Pine — only two more years to go for best Christmas tree marketing.



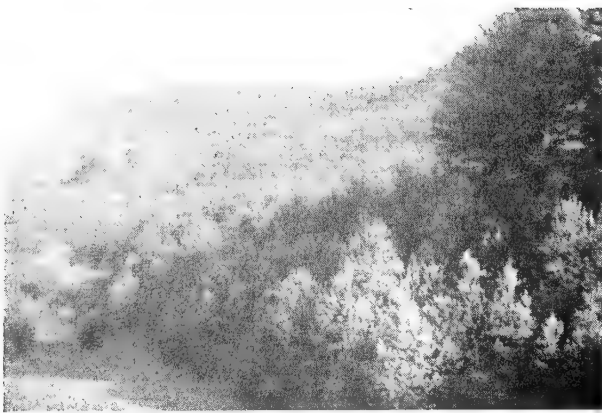
Scotch Pine

Rapid growing; light gray-green foliage. Will grow in poor soil and under adverse conditions. This species, first to be planted extensively for Christmas trees, is well established in markets. Also used for wind-breaks, shelters or developed into beautiful specimen trees for the home.



Red Pine

The American Red Pine is favored for its beautiful deep green color, and long, soft, needles. It is a moderately fast grower, producing heavy branches and straight stems. It is hardy in practically all climates, and thrives in rich or poor soil where sunlight is provided. This species produces excellent timber and, at the same time, provides Christmas trees of very fine quality.



Scotch Pine plantation seven years old and ready to be cut.

Species

The most desirable species to plant for Christmas Trees depends upon several factors. First, and probably most important to be considered, is the quality of the soil; second, is the local demand for a certain species of tree; and third, is the question of economy of production.

► **Pines** are generally considered to include all the long needled varieties of Christmas trees. They can be most economically produced of all planted trees. (1) Their hardiness enables them to thrive on hilly, stony or poor land which is unsuited for other agricultural purposes. (2) They flourish in practically all climates. (3) Most varieties will tolerate low moisture content. (4) Their growth is more rapid than that of any other tree used for this purpose, allowing them to be marketed within 5 to 8 years after planting. (5) They require no cultivation.

Although comparatively new on the market, they are becoming more popular each year. Their advantages over wild trees are so outstanding that customers demand them in any markets where they are available.



Bundled Christmas Trees leave plantation by team and wagon. Standing trees will be left for timber.

- (1) All pines hold their needles for several months after being cut.
- (2) If seedlings grown from the best strains of seed are used, beautiful, compact, premium trees are produced.
- (3) Pine trees always present a fresh appearance and pleasant fragrance.
- (4) Due to the heavier branches, this type of tree is especially easy to decorate.

Trees of this type will always command the highest prices. *Banks, Red, Scotch, Austrian and White Pine* are the species most often planted for Christmas Trees. While they require no cultivation, it has been found that when planted in particularly good soil, they will grow too fast to develop into bushy, symmetrical trees. Under these conditions pruning or shearing is often desirable in order to produce quality trees. This is a simple procedure which is explained later.

► **Spruces** are characterized by short, shiny needles, and, when properly spaced, develop thick foliage and heavy branches. Various types of Spruce have been offered on the Christmas Tree markets for years. These have been wild trees taken from the northern woods, and, in general, are very much inferior to planted trees. Because they grow too close together and do not receive sufficient sunlight, they are often spindly, open and one-sided. However, bushy symmetrical, quality Spruce will always be very much in demand as living and cut Christmas Trees as well as for ornamental use. They will also command premium prices.

Norway and White Spruce are the varieties usually preferred for Christmas Tree planting, although *Blue Spruce*, while slower growing, is unsurpassed for beauty.



Two stages in the process of bundling trees with the "Musser Christmas-Tree Baler" for the wholesale market. Trees are bundled, one to six trees per bundle, according to size.

Spruce will grow in all temperate climates. It requires rich moist soil and normal drainage. It can be grown successfully in partial shade or full sunlight. The species are slower growing than the Pines, requiring 7 to 10 years to reach marketable size.

Due to the fact that the needles begin to shed within a few weeks after cutting, *Spruce* cannot be harvested for Christmas Trees too early. It is easily bundled, and does not require pruning, except following seasons of unusual growth. All varieties may be used for Christmas Trees.

► **Firs** are short needled and somewhat similar to the Spruces in appearance, although they may be distinguished by their flat needles and upright cones. They prefer moist soil which is kept cool by shading from the sun. *Douglas* and *Balsam* have been used as Christmas Trees for years. *Balsam* is particularly favored for its delightful fragrance. The facts related above as to the handling of Spruce apply to *Firs*, except that *Firs* should be planted in the extreme northern states only.

Plant Several Species

A mixture of species in the same plantation is the most desirable method of planting. With a variety of species to offer, you will undoubtedly make additional sales. Also different species have different rates of growth, making it possible to harvest more crops from the same plantation.

GROWERS OF
Thoroughbred Evergreen Nursery Stock
INDIANA, PA.

Date.....

Will ship by express unless definitely advised otherwise.

Street No. _____ Ship to _____

City and State. _____

Shipping Date.....

[illegible]

Prices F.O.B. Indiana, Pa., except for trees ordered at 100 rate. Add 50¢ packing charge on orders less than 1000 trees, except special offers

who are interested in securing reliable nursery stock will appreciate receiving our PRICE LIST. Thank you for your cooperation . . .

City and State..... City and State.....

City and State..... City and State.....

MUSSER FORESTS, INC.

521 Philadelphia St.

INDIANA, PA.

ORNAMENTALS

Balled and Burlaped Ornamentals —
sheared stock in lots of 5 or more, \$2.50
each; in lots of 25 or more, \$2.00 each;
in lots of 100 or more, \$1.50 each —
F. O. B., Indiana, Pennsylvania.



MUGHO PINE	10 to 16 inches spread
RED PINE	2 to 3 feet
AMERICAN ABORVITAE	1 to 2½ feet
AUSTRIAN PINE	2 to 4 feet
SCOTCH PINE	3 to 4 feet
WHITE SPRUCE	2 to 3 feet
NORWAY SPRUCE	2 to 3 feet

INDIANA, PA.

NUMBER FORTY TWO

PLATEHAMRO

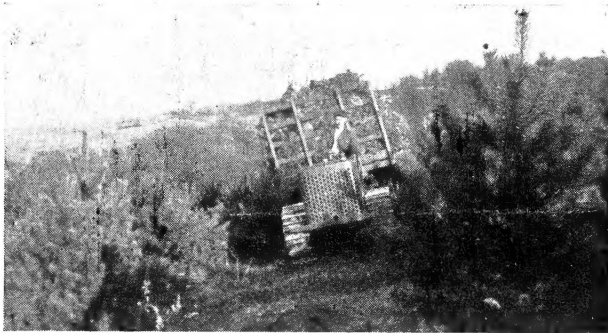
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We would suggest a planting of 70% Pines, and 30% Spruces. You may have several varieties of both species, depending on your particular soil and climate conditions. You will find it will pay you well when marketing time comes.

Preparation of the Planting Site

We recommend no preparation of soil before planting. The added expense is usually not justified, and often a *light* growth of grass and weeds is actually beneficial to the growth of young trees since they offer shade and moisture retention during the early stages of the plantation. If you intend to cultivate your trees after planting it will be necessary to plow the site first.



Efficient production methods increase profits from your Christmas tree Plantation.

Planting

When growing trees are spaced too closely together, they crowd, and the resulting competition speeds up the height growth but tends to make the trees thin and thus poor Christmas Trees. The best shaped trees will be grown by spacing far enough apart that they do not interfere with each other. However, it is economical to speed up the growth somewhat, and it is advisable to utilize all the land. Through years of experimenting we have arrived at an average spacing of 4 to 5 feet for Spruce and 5 to 7 feet for Pines as being best for all Christmas Tree plantings. Planting is done as with any forest trees. Directions appear on page 8 of this Planting List.

Pruning or Shearing

Pruning or shearing is recommended for all varieties of *Pine* Christmas Trees. It develops a solid, extra heavy branched and bushy tree. This procedure will produce a premium tree that will command the very highest prices. Pruning is done at about the fourth year, and *before the new, tender growth* starts to get tough and woody. It is usually done between June 1st and July 31st. Pruning is an easy thing to do. One man using long shears can prune at least 50 trees per hour. Trim off about $\frac{1}{2}$ the *new growth* made during one season. Later in the season many new buds will form which will produce many more branches the following year. Shape the tree to a symmetrical form as indicated in diagram on this page.

Except for pruning, no care or cultivation is necessary.

Harvesting

The trees of a Christmas Tree plantation do not all arrive at merchantable size the same year. As soon as some are of suitable size they should be cut and marketed. The following year more will be ready. Where much land is available it is a good plan to combine reforestation with the Christmas Tree cutting. Under this system you will plant a new tract each year, and as they become of age to harvest, cut only 50% of the trees

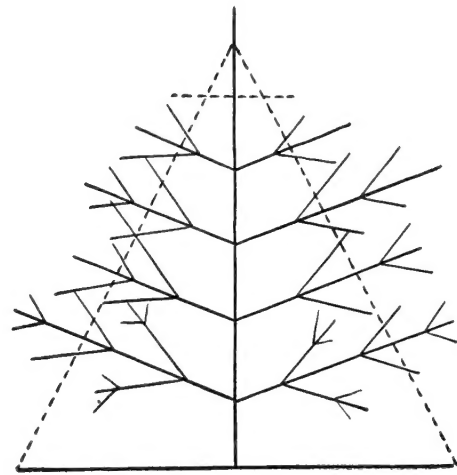


Diagram showing proper method of pruning or shearing for more beautiful Christmas tree. Prune to a cone shape, roughly as indicated by dotted lines. Top should be trimmed shorter than would make a perfect cone, as this main shoot has a tendency to grow much faster than the side branches.

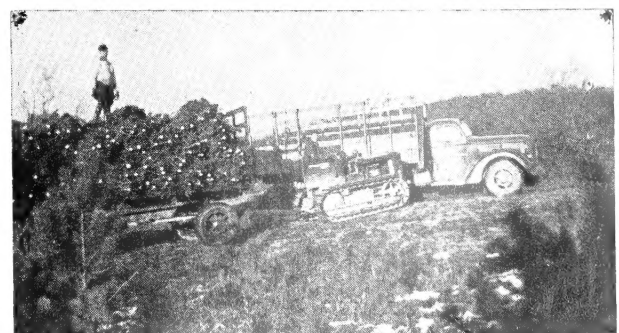
leaving the remainder to grow into timber. This 50% may be cut over a period of three or four years, but in that time you will have several tracts to cut over.

Marketing

Your particular marketing conditions will determine the manner in which you will handle your cutting operations. Some growers merely market their trees on the ground. The customer selects his tree, you cut it and he takes it home. Or you may sell trees on the stump to a dealer who comes in and cuts his trees. If you retail your trees on a lot or sell in small amounts to other dealers, the cut trees may be transported loose on a truck or wagon. However, if you intend to ship trees or truck them long distances, they should be baled. This amounts to tying several trees together, and binding the branches down flat on the main stem. This allows many more trees to be loaded in the same space, and tends to protect them from damage and breakage while handling them. Many ingenious devices have been constructed for aiding in tree baling, but as yet none have been placed on the market.

Marketing a Christmas Tree crop must be done within about four weeks of the year. Conditions vary somewhat throughout the country, but usually you can expect a strong market for your product. You will no doubt have competition from "shipped in" wild trees, but experience has shown that planted trees sell when others do not. They also command a much better price throughout. This fact is very obvious when you compare the quality of the two types of tree.

Address questions regarding Christmas Tree Cultivation to MUSSEY FORESTS, INC., INDIANA, PA. We shall be glad to help you with your problems in any way possible.



Bundled trees leave plantation by truck and tractor. Standing trees will be left for timber.

Whether you plant one acre in trees . . .
or one thousand acres,

It pays to **PLANT THE BEST**

If planted under the proper conditions, 85% to 95% of Musser Forests Tree Stock will grow to maturity and return an excellent profit on your investment in seedling trees, in labor, and in land.



Constant weeding of seedling trees is necessary to permit full development of Musser Tree Stock — a painstaking task, necessarily done entirely by hand.



Four-year-old American Red Pine Plantation. As can be seen, practically 100% of the Musser Trees planted in this area are maturing. In two more years, Christmas trees will be thinned from this plantation.

times over), the remaining trees will be left with room to develop to full maturity. They will grow into much needed timber which will increase in value by at least \$10 per acre per year. Thus a 15-year-old tract should be worth \$150 per acre, and a fully grown 30-year-old planting, \$300 per acre.

We know that these figures are accurate for Musser Cultured Stock, because for the past 22 years we have put out plantations on our own land, and have verified the facts. Cheap planting stock will not give the same returns.

Yes, it pays to PLANT THE BEST!

Musser Forests, Inc.

Growers of

Northern Grown Evergreen Nursery Stock

Indiana, Pennsylvania

OFFICE:

515 Philadelphia Street
Phone 422

NURSERY:

7 miles north of Indiana, Pa
Phone 4122 - 14



Thousands of AMERICAN RED PINE Seedlings in nursery beds at the Musser Forests Nursery. We believe this to be the finest stock in the country.